

Sales Engineer/ job description

TA Group CY is looking for a sales engineer to assist with the selling of innovative special building products, concrete testing devices and services related to the construction market.

The job could be full time or part time, hybrid.

Sales Engineer Responsibilities:

- Developing and presenting technical presentations to explain our company's products or services to customers.
- Searching for upcoming projects where we can provide our solutions and start contacting people in charge.
- Collaborating with management to understand customer requirements and provide sales support.
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Researching and analyzing competitors' behavior.
- Helping in resolving customers' complaints to ensure customers satisfaction.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Training other members of the sales team on the technical aspects of the company's products and services when needed.

Sales Engineer Requirements:

- A bachelor's degree in engineering, marketing, business administration, or related field.
- Strong communication, interpersonal, customer service, and sales skills.
- The ability to relate technical information to non-technical customers.
- Excellent technical and problem-solving skills.
- Good leadership and team working skills.
- Speaking Cypriot and English fluently.
- Driving license